

Message Text

LIMITED OFFICIAL USE

PAGE 01 GEORGE 00360 141502Z

50

ACTION XMB-04

INFO OCT-01 ARA-06 ISO-00 EB-07 COME-00 TRSE-00 AID-05

CIAE-00 INR-07 NSAE-00 SSO-00 INRE-00 FEAE-00 OPIC-03

FRB-03 DOTE-00 EUR-12 NEA-09 EA-06 SP-02 /065 W

----- 052323

O 141430Z MAR 75

FM AMEMBASSY GEORGETOWN

TO SECSTATE WASHDC IMMEDIATE 964

LIMITED OFFICIAL USE GEORGETOWN 0360

DEPT PASS EXIMBANK

E.O. 11652: N/A

TAGS: BPRO, BEXP, ETRD, GY

SUBJECT: POTENTIAL WHITE MOTOR TRUCK SALE TO GOG-EXIM FINANCING

REF: (A) STATE 55684 (B) GEORGETOWN'S A-20 OF 2/6/75

1. EMBASSY HAS OBTAINED DETAILS OF POSSIBLE SALE OF WHITE TRUCKS FROM LOCAL WHITE AGENT. VEHICLES TO BE USED FOR CONSTRUCTION UPPER MAZARUNI ROAD WHICH WILL PROVIDE ACCESS TO PROPOSED HYDROELECTRIC SITE. (NOT RPT NOT GUYANA-BRAZIL ROAD AS STATED REF -.)
TOTAL CAPITAL EXPENDITURES FOR ROAD LIKELY TO EXCEED DOLS US 15 MILLION. DURATION OF PROJECT EXPECTED TO BE THREE TO FOUR YEARS. CONSTRUCTION OF 180 MILE ROAD WILL REQUIRE NUMEROUS BRIDGINGS OF CREEKS, AND TWO MAJOR CROSSINGS OF MAZARUNI RIVER. THUS, TOTAL CAPITAL EXPENDITURE FOR BRIDGES AND ROAD MAY WELL EXCEED US DOLS 70 MILLION.

2. EMBASSY SEES NO RPT NO POLITICAL REASONS FOR EXIM DENIAL OF REQUEST AND INDEED STRONGLY URGES FAVORABLE CONSIDERATION THROUGH DIRECT LENDING FACILITY AT MOST CONCESSIONARY TERMS. IN ADDITION TO POTENTIAL WHITE MOTOR SALE, EXIM SHOULD EXPECT APPROACH FROM CATERPILLAR CO. FOR FINANCING OF US DOLS 3.1 MILLION EXPORT TRACTORS, SCRAPERS, AND LOADERS. SUCCESSFUL NEGOTIATION OF SALES
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 GEORGE 00360 141502Z

COULD LEAD TO SUBSTANTIAL US EXPORTS EQUIPMENT AND SUPPLIES FOR

HYDRO-PROJECT ITSELF WHICH EXPECTED TO BE ON MAGNITUDE
US DOLS 300 MILLION.

3. TIMELY APPROVAL WHITE MOTOR REQUEST URGENTLY NEEDED SINCE WHITE
FACING STIFF COMPETITION FROM SUPPLIERS IN EAST GERMANY,
UK, INDIA, ANDPRC. GERMANS AND BRITISH OFFERING CREDIT TERMS OF
4.5 PERCENT AND 7 PERCENT RESPECTIVELY. SELLING POINTS FOR WHITE
WILL BE ACCESS TO EXIM FINANCING AND TIMELY DELIVERY TO SITE OF
ROAD CONSTRUCTION. WHITE WILL NEED WAIVER TO PERMIT SHIPMENT
ABOARD US-OWNED, BUT FOREIGN FLAG REGISTERED WEST INDIA SHIPPING
COMPANY VESSELS. WEST INDIA HAS ALREADY DEMONSTRATED ABILITY TO
SHIP DIRECTLY TO SITE (RECENT GOG CASH PURCHASE OF CATERPILLAR
EQUIPMENT).

4. AS INDICATED REPAIR, EXIMBANK PARTICIPATION WILL BE DETERMINING
FACTOR IN US SUCCESSFUL COMPETITION FOR GUYANA CAPITAL GOODS MARKET.
GOG'S PROCLIVITY TO NEGOTIATE GOVT-TO-GOVT TRADE DEALS ON
SOFT CREDIT TERMS, AND USAID WITHDRAWAL FROM INFRASTRUCTURE
PROGRAMS LEAVES EXIM AS VIRTUALLY SOLE CREDIT FACILITY TO BOOST
US EXPORTS TO GUYANA.
KREBS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, TRUCKS, CREDIT AUTHORIZATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 14 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975GEORGE00360
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750090-0111
From: GEORGETOWN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750351/aaaabtje.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION XMB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 55684, 75 GEORGETOWN'S A-20, 75 OF 2/6/75
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 SEP 2003 by CunninFX>; APPROVED <06 NOV 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POTENTIAL WHITE MOTOR TRUCK SALE TO GOG-EXIM FINANCING
TAGS: BPRO, BEXP, ETRD, GY, US, XMB
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006